College of Business
Office of International Affairs & Projects

The Office of International Affairs and Projects (“IAP”) develops programs with quality Business Schools at universities around the world for students and faculty to experience the “I” in FIU! These programs include undergraduate and graduate dual-degrees, study abroad and exchange, and short-term inbound and outbound programs. We provide support services to incoming business (dual-degree and inbound students) as well as to outgoing FIU business students. Additionally, we are here to assist faculty and staff with outbound study abroad trips and international research opportunities in cooperation with our collaborating institutions worldwide.

MISSION:

Through business development, to enhance the College of Business’s (“COB”) vision to be an internationally recognized leader in global business education by fostering and implementing international collaborations increasing COB’s visibility, connections, reputation, brand & resources on a sustainable basis.

VISION:

To serve a diverse international student body by providing the best educational experience at FIU, expand the network of international collaborations, and actively involve international business in activities of great benefit to students, faculty and the corporate and international community as well as generating resources for the college.

READY, SET, GLOBAL!
Office of International Affairs & Projects

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Programs

• **Graduate Agreements** (including Dual Degree, Articulation, and Student Cohort/Pipeline Agreements): 37

• **Undergraduate Dual Degree Agreements**: 3 (SKEMA in France, UNIBE in the Dominican Republic and Universidad Sergio Arboleda in Colombia) new universities under development in Peru, China

• **Exchange Agreements**: 11 (recently added Australia and Germany)

• **Non-Degree Seeking In-Bound Summer Study Agreements**: 3

• **Memorandums of Understanding**: 4

• **Total Number of International Collaborating Institutions**: 41 in 26 countries across Latin America and the Caribbean, Europe, China, and the Middle East
International Collaborations

Collaboration models include: Graduate and Undergraduate Dual Degree, Exchange / Study Abroad, Executive Education, In-Bound Study, Faculty Collaboration
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Highlights

2014-2015 Highlights

• Record Number of Outbound FIU Graduate Dual Degree Students – 6 FIU MIB students completed their graduate dual degree: 1 at ESAN (Peru), 1 at INCAE (Costa Rica), 2 at ZAGREB (Croatia), 1 at EDHEC (France), 1 at Montpellier (France)

• Increase in Undergraduate Dual Degree Program (“UDD”) – Undergraduate dual degree has increased to a total of 58 students including the addition of a partner in France, we started with only 10 students in 2011-2012.

• New Memorandums of Understanding in strategic regions have been signed with Shanghai Jiao Tong University (China), Universidad Autonoma de Asuncion (Paraguay), and Instituto de Ensino e Pesquisa "INSPER" (Brazil)

What does IAP do?

• International Strategy, Leadership, and Diplomacy

• Serve as liaison for COB with leadership across FIU including the Vice-Provost, Academic Planning and Accountability, General Counsel, University College, University Graduate School, Office of Admissions etc.

• Assist in efforts regarding international collaboration strategy and procedures

• Serve as the welcome team for international representatives for COB as well as FIU, providing a positive experience and enhancing collaboration opportunities
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Highlights

What does IAP do? (continued...)

COB Brand and Program Promotion
- Promote all COB programs to an international network - working with the Office of Study Abroad, Executive and Professional Education, Business Study Abroad, and COB’s graduate and undergraduate departmental programs
- International visibility for FIU COB through large network of collaborating institutions
- Ensure international agreement students have a positive and rewarding experience at the College of Business and FIU, improving overall brand impact
- Supplemental undergraduate and graduate student enrollment through promotion of agreements

International Opportunities for Faculty and Students
- Global opportunities for domestic FIU students and faculty
- Improved global business education by enriched experiences with international students and exposure to other cultures

Ensure Students are Fully Engaged with FIU
- Social and networking events for inbound students
- Alumni engagement with dual degree graduates
Office of International Affairs & Projects
Student Engagement

- **International Student Ambassador Program:** 9 students are selected from our undergraduate and graduate incoming students. They are trained as leaders and help us engage with the rest of the group.

- IAP organized Social and Networking Events
- Career and Professional Development Opportunities
- **Promotion of Major FIU Events** (Homecoming, International Education Week, ISSS activities, etc.)
- Engagement with Alumni
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Steps for International Agreement Success

**Strategy**
- Strategic Global Regions (which differ for inbound and outbound)
- Business Rankings (Eduniversal, QS World, etc.)
- Business Accreditations (AACSB, EFMD, AMBA, local accreditations)

**Vetting**
- Size of university/college, location, international student support, partners in region
- Public vs Private; Research oriented; Business course offerings in English
- Average tuition, student financial access to potential collaboration, existing models

**Agreement**
- Existence and size of partner’s international team, main university or business school
- Relationship of Business School to main university
- Legal department processes and requirements

**Deployment**
- Travel to active partners at least once every two years, promotional presentations
- Promotional webinar once per semester, materials sent to partners once per year
- At least 2 network meetings per year, often in conjunction with conference attendance

**Evaluation**
- Strategic travel planning based on prospective students and targeted regions
- Consideration based on activity, strategic region, breadth and depth of collaborations
- Evaluation at mid-point agreement, at renewal, option to “down-grade”/transition out

**Maintenance**
- Hobsons Radius CRM database manages and tracks relationship and communications
- Newsletter to partners at least twice per year, surveys regarding opportunities
- Consistent communication via phone and skype, opportunities for contact (eg. faculty)
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Steps for International Agreement Success

Agreement Implementation Guidelines:

** Agreement Signature Goals are set 6 months before semester start month to provide SACSCOC a minimum of 6 months notice and time to approve for implementation.

<table>
<thead>
<tr>
<th>FIU Application Deadline</th>
<th>Agreement Signature Goal</th>
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<tbody>
<tr>
<td>Summer (May) Application Deadline: February 1st</td>
<td>Agreement signed and SACSCOC notified by November 1st of previous year</td>
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<tr>
<td>Fall (August) Application Deadline: April 1st</td>
<td>Agreement signed and SACSCOC notified by February 1st</td>
</tr>
<tr>
<td>Spring (January) Application Deadline: September 1st</td>
<td>Agreement signed and SACSCOC notified by July 1st of previous year</td>
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Equivalency Process:

- Short course descriptions in English
- Program of study showing:
  - Course names in native language and translated
  - Contact hours
  - Credits
  - Required/Elective
  - When courses are offered
- Tentative course equivalency chart established with program approval
- Full syllabi and faculty information requested as needed
- Undergraduate Dual Degree requires full department chair review and approval of each syllabi for FIU equivalency (90 credits)

Checklist and Timeline for Establishing an International Dual Degree Graduate Agreement with Florida International University (“FIU”):

** An estimated timeline is provided, as the speed of the agreement process depends on many factors both at FIU and at the partner school. The process can take a minimum of 9 months to 1 year should all steps be completed in a timely manner.

- For new agreements, we will need to begin this process 9 months to 1 year before the semester of desired implementation due to required notification and approval by the Commission on Colleges of the Southern Association of Colleges and Schools ("SACSCOC") the regional body for the accreditation of degree-granting higher education institutions in the Southern states, which accredits FIU.

- For the renewal of agreements, we will need to begin this process 9 months to 1 year before the agreement expiration date due to required SACSCOC notification and approval.

- Should an institution wish to implement in a faster time period, we can consider first implementing an articulation agreement which does not require SACSCOC notification. This model involves only the transfer of courses from the partner institution to FIU, and does not include the option for FIU students to attend the partner school in pursuance of a degree. Articulation models do not include terminology on the transfer of courses back to the foreign institution towards a degree, however the foreign institution has complete authority over their requirements for graduation.

Month 1 to 2 - Initial Review of Compatibility:

1) Institutional Accreditation - In order for FIU to accept transfer credits from incoming students, the accreditation of the home University’s graduate program must be verified. Accreditation documents must be sent and approved, prior to engaging in an agreement. Additional information such as rankings and prestige are also encouraged.

2) Program of Study - In order to establish compatibility of programs being considered and potential course equivalency, submit a program of study translated to English showing (included in ATTACHMENT A: Sample Program of Study):
   - courses taken and during what semester
   - general dates of the semesters and length of the program
   - credits per course
   - total credits of the program
   - contact hours per course
   - total contact hours in the program
   - course names in the original language and translated to English.

3) Course Descriptions - Submit short course descriptions translated to English of all the courses in the program.
Success Stories

- Munich Business School, Munich, Germany
  Graduate Dual Degree - MIB, IMBA, MSF, MSIRE
  Student and Faculty Exchange Agreement
  Undergraduate Inbound Non-Degree Seeking Agreement

- Universidad Iberoamericana (UNIBE), Santo Domingo, Dominican Republic
  Undergraduate Dual Degree - BBA
  Student and Faculty Exchange Agreement
  Offshore Global MBA
  Executive and Professional Education

- Broad and deep institutional relationships, student satisfaction, constant communication = success!
  - Undergraduate Dual Degree Student Testimonials
Office of International Affairs & Projects

Historical Growth

**STAGE 1: 1-20 Agreements, 1-50 Students, 1 Academic level**
1) One full time staff for international agreements
   (both in your department, and inquire if your potential partner has one, this person should not have faculty responsibilities)
2) One student assistant for administrative support

**STAGE 2: 20-50 Agreements, 50-100 Students, 2 Academic levels**
1) One full time manager for international agreements
2) One full time coordinator for on-campus student services and network support
3) One student assistant for administrative support

**STAGE 3: 50+ Agreements, 100-500 Students, Multiple levels**
1) One full time director for department
2) One full time senior manager for agreements
3) One full time manager for undergraduate dual degree (60 students)
4) One full time coordinator for on-campus student services
5) One program assistant for administrative support
6) One student assistant for office support
Office of International Affairs & Projects
Top Tips for Success

- When collaborations are based on personal relationships, when people move on, so does the relationship → Deep, wide, active institutional relationships last

- We do our homework and find resources that consistently evaluate other universities in our field, and keep a constant eye on them – stay active in international education and departmental associations so that we are aware of trends and demands in the market

- Marry a peer or marry up – relationships based on quantity only and not quality always eventually face challenges – compatibility is key!

- Quality + Quantity + Benefits on both sides = Everybody’s happy! Make sure partners feel like they are also getting a return on their investment, and that we are offering them collaborations on multiple levels we can actually deliver on

- Consistent communication, feedback, and adjustments in the relationship are key

- Successful collaborations require consistent in-person interaction between partners, at both locations – our most successful relationships have consistent visits scheduled

- Cultural quid-pro-quo – make every effort to reciprocate the attention partners give us on their campus when they are visiting FIU

- Keep open communication with your FIU colleagues to ensure we are taking advantage of every opportunity to interact with our partners
THANK YOU!!
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